



Rockwood Energy Search LLC

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Energy Deal Analyst-Power

Recruiting Summary-Job 1738ws

Client Background:

The client is a 20-person firm that provides energy management services to a wide range of real estate development and management companies. It is in a strong growth mode, and staff may double in the next 1-2 years.

The firm operates throughout the US and has offices in Southern California and on the East Coast.

The services the firm offers are:

Energy Procurement;
Smart Metering and Billing;
Demand Response;
Tariff Analysis;
Energy Efficiency;
Renewable Energy.

In general, the firm analyzes client energy usage and provides the services above to reduce energy costs or to help the client bill subtenants for energy consumed. Most of its activities have to do with managing and reducing electricity consumption, although the firm does deal with natural gas supply issues. Helping clients move toward a smaller energy footprint is also a goal.

The firm has some of the country's largest property managers as clients and the savings from its programs can represent a sizeable reduction in operating costs.

Title: Energy Deal Analyst

Position Location: Los Angeles, CA

Reports to: The senior business development officer

General Scope of Duties:

This executive is seeking someone to work across multiple projects, freeing him up for more business development duties and also to act as a quantitative resource on analytical problems.

As a sales support function, the duties can vary widely—it all depends upon client needs. It could mean unraveling a knotty energy billing problem, looking at the local utility's tariff structure to see if the client is getting appropriate pricing, calculating energy consumption over the year for a large, multi-location client, or preparing a request for proposal (RFP) for a client.

The quantitative issues can involve a deep dive into the pricing proposals from an energy vendor to understand how competitive the price is compared to the market today or in months to come.

Or, it could mean calculating hedges for a client's energy purchases and discussing those hedges with the client.

In this role, the position resembles closely that of a structurer on an energy desk.

Client contact might be with a junior person or a chief operating officer so communication skills will be utilized to their utmost.

Working with other staff members and sales staff across the US is an important part of the function, and being team-oriented is critical.

Career Paths

Since the job covers a wide swath of responsibilities, one could progress in various directions. Clearly, one could become a sales representative, a senior client representative, or a specialist in one facet of the real estate services business.

There's plenty of visibility, and the firm is growing as quickly as it can acquire and manage clients effectively.

In addition, the commercial and industrial usage of energy is undergoing great changes, and the firms in this sector provide a number of job opportunities throughout the US.

Qualifications

Candidates will be required to have an understanding of the energy markets as it relates to commercial usage.

Technically, candidates must have experience with energy transactions with embedded derivatives or have sufficient training or derivatives background to adapt to the energy business.

For example, someone from the equity markets who knows options and risk management may be able to transfer that knowhow to energy.

So, quantitative skills are important, provided that they don't overbalance commercial instincts.

Candidates must be clever with regard to Excel usage and deal with large and somewhat complicated spreadsheet.

Prior experience in reviewing contracts or RFP's would be helpful.

Finally, candidates should be comfortable balancing multiple priorities and project and responding intelligently to client requests.

In terms of experience, we are currently thinking a total of 1-3 years of relevant experience would be appropriate.

Individual must have a BS/BA and ideally would have some formal training in risk management and derivatives.

Executive Search Contact:

Send resume to resumes@rockwoodsearch.com citing the job number.

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